

# ***Marine Corps Tactics & Operations Group***

## ***Contract***

### ***Pre-Solicitation Conferences***



**23 Aug 2011**



# **Marine Corps Systems Command (MARCORSYSCOM) Program Manager for Training Systems (PMTRASYS)**



## **Mission:**

**To improve the Warfighting effectiveness of the MAGTF and globally deployed Maritime Expeditionary Forces by providing training support and developing and sustaining training systems and devices.**

## **Vision:**

**We are the recognized leader in providing training solutions to develop and enhance the performance of Marines.**





# **U.S. Marine Corps Program Management for Training Systems (PMTRASYS) ORLANDO, FLORIDA**

U.S. Army

U.S. Navy  
& U.S. Coast  
Guard

U.S. Air Force

U.S. Army

**USMC PMTRASYS**

Research Parkway





# **U.S. Marine Corps Program Management for Training Systems (PMTRASYS) ORLANDO, FLORIDA**

**USMC PMTRASYS**

**U.S. Army**

**Research  
Parkway  
Partnership III**



# Introductions & Administrative







# AGENDA

- **Introductions & Administrative Overview**
- **Statement of Work**
- **Proposed Acquisition Strategy**
- **RFP Structure**
- **Proposal Requirements (Section L of RFP)**
- **Evaluation Factors (Section M of RFP)**
- **Award Schedule**



# OVERVIEW

➤ **Provide Industry with information about the Government's approach, requirements and Draft RFP.**





# ***PROCUREMENT INTEGRITY RULES***

- **All information released by E-mail and during this conference is to be considered “Draft” and “For Information Only”.**
- **Government Source Selection Plan and Proposal Evaluation Procedures will not be discussed. All evaluation criteria are in Draft RFP - Section M.**





# ***PROCUREMENT INTEGRITY RULES***

- **Industry attendees shall not attempt to engage individual Government personnel in private discussions. NO phone calls will be accepted by Government personnel after the pre-solicitation conference, only emails.**
- **Any questions or comments relative to this presentation shall be submitted in writing to the Procuring Contracting Officer (PCO), Contract Specialist and Project Officer .**



# ***PROPOSED ACQUISITION STRATEGY***



- **FAR 19.501(e) Contracting Officer's determination to or not to set aside this effort for Small Business?**
- **Market Survey**
- **Standard Industrial Classification**
  - **SIC 8744 - Facilities Support Management Services - \$5.011mil**
  - **EXCEPTION - Base Maintenance - \$20.012 mil**
- **North American Industry Classification System**
  - **NAICS 561210 - Facilities Support Services - \$35.5mil**







# ***PROPOSED ACQUISITION STRATEGY***



- **A Firm Fixed-Price (FFP) Contract with Cost-Reimbursable CLINs for Travel and Relocation**
- **Over & Above will only be used to support outside activities as required after approval by the Project Officer and authorization by the PCO.**
- **Full and Open Competition**



# ***PROPOSED ACQUISITION STRATEGY***



- **100% Small Business Set-Aside for Prime Contractor**
- **Award to offeror who provides the “best value,” taking into consideration non-price factors for determination of acceptability.**
- **Government reserves the right to award without discussions.**
- **Government intends to award a single contract.**





# ***RFP STRUCTURE***

## **Section B:**

- **Offerors to provide Monthly FFP for each line item, inclusive of all options.**
- **Only items that do not require a price are Travel, Over & Above and items designated as Not Separately Priced (NSP), To Be Determined (TBD) or Not To Exceed (NTE).**



# ***RFP STRUCTURE (Cont'd)***

## **Section C**

- **Technical Proposals and any amendments/addenda fully incorporated in contract as a “Specification” per FAR 52.215-8 Order of Precedence - Uniform Contract Format**





# ***RFP STRUCTURE (Cont'd)***

## **Sections D & E : Uniform Contract Format**

## **Section F: Contract Performance**

- **Period of Performance**
  - **three years, one basic and two option years beginning on 1 June 2012 - 31 May 2013.**
  - **mobilization shall begin on 11 May 2012 to 1 June 2012.**



What have YOU done for THEM today?



Evil never ceases to conspire... *Marines* stay one step ahead.



# ***RFP STRUCTURE (Cont'd)***

## **Section G : Contract Administration**

- **Invoices submitted via Wide Area Work Flow (WAWF)**
- **Authorized changes only by the Contracting Officer**
- **COR/ACOR/COTR Designations**

## **Section H: Special Contract Requirements**

## **Section I: Contract Clauses**





# ***RFP STRUCTURE (Cont'd)***

## **Section J: Attachments**

- **Statement of Work (SOW) with Appendix A**
- **Contract Data Requirements List (CDRLs)**
- **CDRL Addresses List**
- **SOFA Agreement**
- **Map & Directions**
- **Solicitation Question & Answer Form**



# ***RFP STRUCTURE (Cont'd)***

## **Section K: Representations and Certifications**

- **Shall be completed and submitted as part of Volume I of your proposal.**





# ***PROPOSAL REQUIREMENTS SECTION "L" OF THE RFP***



## **Section L: Instructions To Bidders**

- **Pre-Proposal Conferences 23 Aug 2011 (Section L.4)**
- **Technical/Management Proposal (75 page limit, not including resumes)**
- **Price/Administrative Proposal: Price - Section B Spreadsheet, Administrative - past Performance Information**
- **Full Proposals Due NLT 1400 EST, Monday, 28 Nov 2011**



# ***PROPOSAL REQUIREMENTS SECTION "L" OF THE RFP (cont'd)***

## **Proposal Content and Format (Sections L.13 and L.14)**

➤ **Each Proposal Volume is to include:**

➤ **Cover/Title Page**

➤ **Table of Contents**

➤ **Proposal Volume I is to also include:**

➤ **Cross-Reference Matrix**





# ***PROPOSAL REQUIREMENTS SECTION "I" OF THE RFP (cont'd)***

## **Volume I - Technical/Management Proposal (L.15.1):**

- **Factor 1 Technical/Management Approach**
- **Subfactor 1 Technical -Recognition and Understanding - demonstrate ability to perform the technical requirements.**
- **Subfactor 2 Management**



# ***PROPOSAL REQUIREMENTS SECTION "I" OF THE RFP (cont'd)***

## **Volume II - Price Proposal (L.15.2):**

- **Factor 2 Price/Administrative;**
- **Price:**
- **Fully completed Section B**
- **Enter "NC" for any items at No Charge. Do not leave blanks.**
- **Total proposed dollar amount, inclusive of base and all options.**





# ***PROPOSAL REQUIREMENTS SECTION "L" OF THE RFP (cont'd)***

## **Volume II - Price Proposal (L.15.2) cont'd:**

- **Factor 2 Price/Administrative;  
Administrative:**
- **Listing of current (active), similar Government prime and major subcontracts and information on contracts completed or terminated in past 12 months.**
- **Listing of subcontractors that shall be utilized, including percentage of effort.**
- **Acceptance of the RFP**
- **All applicable completed Sections A - K**



# ***PROPOSAL REQUIREMENTS SECTION "L" OF THE RFP (cont'd)***

## **Administrative (cont'd):**

- **Exceptions or conditions summary**
- **Offeror Representatives, including Quality Assurance**
- **Government Agency Information including local DCMA and DCAA.**
- **Brief Corporate History**
- **Corporate Organizational Diagram**





# ***EVALUATION FACTORS SECTION M OF THE RFP***



## **Section M: Evaluation Factors for Award**

- **General (Section M.2) Award shall be made to the responsible offeror whose proposal represents the best value tradeoff offer (M.2)**
- **Basis for Award(Section M.3)**  
**Technical Adjectival Ratings;**
  - **Outstanding**
  - **Good**
  - **Acceptable**
  - **Marginal**
  - **Unacceptable**



# ***EVALUATION FACTORS***

## ***SECTION M OF THE RFP (Cont'd)***

### **Technical Evaluations - Factor 1 Technical/Management**

- **Subfactor 1 Technical Approach/Recognition & Understanding of Service Requirement**
  - i. Personnel qualifications and personnel resource allocation.**
  - ii. Curriculum/POI support.**
  - iii. Network operating systems/applications support.**
  - iv. Development and update of lesson plans (IAW) USMC Systems Approach to Training (SAT) User's Guide.**
  - v. Functional, technical, instructional, event support, technical documentation support and support of USMC operational training and education technologies.**
  - vi. Training event support.**
  - vii. Simulation systems support.**





# ***EVALUATION FACTORS***

## ***SECTION M OF THE RFP (Cont'd)***

### **Technical Evaluations - Factor 1**

#### **Technical/Management**

#### **Subfactor 2 Management**

The Government will evaluate the offeror's proposed Program Management Plan on how well it describes:

- i. Organization, interfaces, and WBS.**
- ii The Communication Plan**
- iii. Resource allocations and training fluctuations**
- iv. Workforce stability, training and experience and addition/replacement of personnel**
- v. Productivity, quality and cost/performance**
- vi. Protection and control of data and documentation**



# ***EVALUATION FACTORS SECTION M OF THE RFP (Cont'd)***

## **Technical Evaluations - Factor 1**

### **Technical/Management**

#### **Subfactor 2 Management (continued)**

- vii. Subcontractor management plan**
- viii. Quality workforce with proper skill mix/Resumes**





# ***Security Cooperation Training Contract AWARD SCHEDULE***



<b>Post Sources Sought</b>	<b>3 August 2011</b>
<b>Post Draft RFP</b>	<b>5 August 2011</b>
<b>Site Visit Presolicitation Conference</b>	<b>23 August 2011</b>
<b>Industry Comments Due (Questions &amp; Answers)</b>	<b>28 November 2011</b>
<b>Post Final RFP</b>	<b>25 October 2011</b>
<b>Proposals Due</b>	<b>28 Nov 2011</b>
<b>Proposal Evaluations</b>	<b>29 Nov - 22 Dec 2011</b>
<b>Legal, SSA, Contract Actions</b>	<b>14 Mar 2012 - 13 April 2012</b>
<b>Contract Award</b>	<b>3 May 2012</b>
<b>Mobilization - New Contract (30 days)</b>	<b>11 May 2012 -1 June 2012</b>
<b>Current Contract Expires</b>	<b>31 December 2011</b>

# QUESTIONS ???







# POINTS OF CONTACT



## **APM Services**

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## **Project Manager**

**Mr. John Miceli**

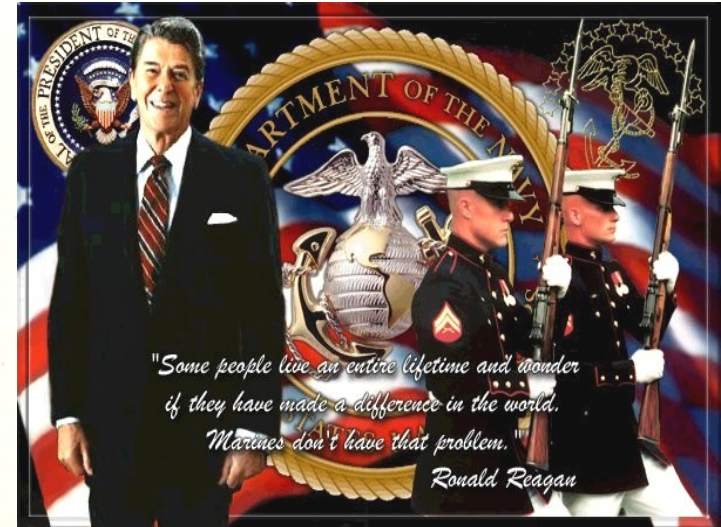
Email: john.miceli@usmc.mil



## **Contract Specialist**

**Ms. Jessica Johnson**

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# POINTS OF CONTACT



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# ***Highlights & SOW Issues***